

## Message Text

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C O N F I D E N T I A L ABIDJAN 5221

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C O R R E C T E D C O P Y P A R A 4

FOR AF/W

E.O. 11652: GDS

TAGS: BGEN

SUBJECT: HAWAIIAN AGRONOMICS/PROCON

REF: A) ABIDJAN 4987 B) ABIDJAN 4911 C) STATE 136581 D) ABIDJAN 5222

1. HAWAIIAN AGRONOMICS' (HA) NEW PRESIDENT, WILLIAM CASE, AND PROCON'S PRESIDENT, LAWRENCE MCQUADE, MET FOR HALF HOUR WITH PRESIDENT HOUPHOUET-BOIGNY IN YAMOUSSOUKRO TUESDAY, JUNE 17 TO DISCUSS QUESTION OF PROCON'S PARTICIPATION IN SUGAR PROJECT IN IVORY COAST. THEY WERE ACCOMPANIED BY AMBASSADOR AHOUA AND GOIC FINANCIAL COUNSELOR FROM NEW YORK DOUGUIH, AS WELL AS REPRESENTATIVES OF HA AND PROCON. MINISTER SAWADOGO ALSO ATTENDED THE MEETING.

2. IN SEPARATE CONVERSATIONS WITH BILL SCHNEIDER OF PROCON AND DOUGUIH, THE FOLLOWING APPARENTLY TRANSPIRED AT THE YAMOUSSOUKRO MEETING:

A. AHOUA TOLD THE PRESIDENT THAT IN VIEW OF THE TELEX FROM MINISTERS SAWADOGO AND DIAWARA TO HA (THAT IVORY COAST WOULD NOT INCLUDE PROCON IN THE CONSTRUCTION OF A SUGAR REFINERY  
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BECAUSE IT LACKED EXPERIENCE), AHOUA AND DOUGUIH VISITED

THE PROCON HEADQUARTERS IN CHICAJB. BOTH CONCLUDED THAT PROCON WAS AN EXCELLENT COMPANY.

B. PRESIDENT SAID THAT MINISTER SAWADOGO HAD DOUBTS ABOUT PROCON BECAUSE OF DIFFICULTIES IVORY COAST HAD EXPERIENCED WITH FIRST COMPLEX (LANG AFRIQUE WAS NEVER MENTIONED BY NAME); SAWADOGO WAS CORRECT IN RAISING THIS QUESTION. HOWEVER, IVORY COAST WOULD NOT PLACE RESTRICTIONS ON HOW A TECHNICAL COMPANY SHOULD OPERATE AND, THEREFORE, IF HA WANTED TO UTILIZE PROCON, IVORY COAST HAD NO OBJECTION.

C. SAWADOGO, WHO APPARENTLY SAID VERY LITTLE, AFFIRMED THAT HIS TELEX WAS PROMPTED BY PROBLEMS GOIC HAD EXPERIENCED IN THE PAST.

3. ON JUNE 18, CASE AND MCQUADE ET AL MET WITH ME TO REPORT ON THE STATUS OF THEIR NEGOTIATIONS WITH THE GOIC (REPORTED IN REFTEL D). CASE REPEATED ALL THE ARGUMENTS IN FAVOR OF HA AND ITS USE OF PROCON. MCQUADE SAID VERY LITTLE AND I DID NOT BRING UP THE QUESTION OF TELEXES OR SUBSEQUENT CORRESPONDENCE.

4. COMMENT: IT APPEARS AHOUA AND DOUGUIH HAVE SUCCESSFULLY BLUNTED SAWADOGO'S AND DIAWARA'S OBJECTIONS TO PROCON AND PROCON HAS RECEIVED HOUPHOUET'S BLESSING TO WORK WITH HA IN IVORY COAST IF HA OBTAINS A SUGAR COMPLEX CONTRACT. IN MY CONVERSATION WITH DOUGUIH, HE STATED THAT IT WAS HIS AND AHOUA'S UNDERSTANDING THAT SAWADOGO/DIAWARA TELEX TO HA MAY HAVE BEEN PROMPTED BY FACT THAT HANS LANG HAD JOINED PROCON AS A VICE PRESIDENT. DOUGUIH MENTIONED NO OTHER MEMBERS OF THE LANG CAST OF CHARACTERS. THE "TELEXES AFFAIR" SEEMS TO HAVE BEEN RESOLVED WITH THE HA/PROCON/AHOUA FACTION TRIUMPHANT -- AT LEAST FOR NOW -- OVER THE SAWADOGO/DIAWARA FACTION.  
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